

Division of Purchases
900 SW Jackson, Room 102N
Topeka, KS 66612-1286

Dennis R. Taylor, Secretary
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Sam Brownback, Governor

Please type directly into the tables provided. Boxes will expand to accommodate your response.

<i>Description:</i>	<i>Most Current % off MSRP</i>
Tables Conference, Training & Public Work Area	
Laminate Conference Tables: Allsteel Merge	*Please see below for Tiered Discounting
Wood Veneer Conference Tables: Allsteel Merge	*Please see below for Tiered Discounting
Adjustable Height Work Surfaces: Non-Applicable	n/a
Folding Tables: Allsteel Get Set	*Please see below for Tiered Discounting
Computer Training Tables: Non-Applicable	n/a
CRT Data Station Tables: Non-Applicable	n/a
Discount for all other categories not listed above	

Additional Quantity Discounts:

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

Get Set Tables and Merge Tables	Discount from List	
Order Size at List		
\$1 - \$694,444	63.5%	
\$694,445 - \$1,515,152	66.7%	
Over \$1,515,152 (Negotiable)	66.7%	
Maximum Order Threshold (MOT)	\$1,515,152	

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

Installation projects up to \$500.00 will be charged a rate of 15% of the net price of the purchase order, but not less than \$100.00. Installation projects in excess of \$500.00 will be negotiated on a case-by-case basis. Representative may be required to detail costs, to justify services upon request by Allsteel Inc.

Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

Design/Layout Services

Available, negotiated with dealer on a project by project basis by the ordering activity involved, at an hourly rate of \$65.00/hr. Representative may be required to provide detail cost justification of services upon request by Allsteel Inc.

Project Management

Available at an hourly rate of \$65.00/hr. Services include management support for new furniture projects requiring design, installation, or reconfiguration of office furniture.

Shipping/Delivery Costs:

If there are additional costs not already listed in the discount price, please detail them here.

Expedited Delivery

Express Solutions (5 day ship of some select items) is available with commercial terms applied (i.e., a surcharge of 2.5% of list will be added to orders). Orders must be identified as "Express Solutions" and the dollars (2.5% surcharge) noted on the order as a separate contract line item number.

The agency may negotiate with Allsteel Inc. for expedited delivery (shipments of less than 30 days) and may incur an additional charge. The agency is to contact Customer Support at 888-255-7833 for details.

Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

Note: Any additional charges or fees must be noted on this form. The State will not accept or pay for any charges not listed or negotiated prior to placing an order.

***Allsteel is pleased to offer our standard GSA Lead Times to the State of Kansas. Terms are 60 days After Receipt of Order (ARO) or sooner. Typical Allsteel lead times on the majority of our products average 28 to 35 days ARO.**

****Non-Stock items are considered special orders**

Please type directly into the tables provided. Boxes will expand to accommodate your response.

Seating	Most Current % off MSRP
<i>NOTE: A waiver <u>MUST</u> be obtained from KCI before ordering from this category</i>	
Ergonomic Seating: Allsteel Scout, Ambition, Inspire, Relate	*Please see below for Tiered Discounting
Task Seating: Allsteel Scout, Ambition, Trooper, Relate	*Please see below for Tiered Discounting
Multi-Shift Seating: Allsteel Sum, Relate, Trooper, Scout	*Please see below for Tiered Discounting
High Performance Seating: Allsteel Sum, Relate, Trooper, Scout	*Please see below for Tiered Discounting
Big & Tall Seating: Allsteel Trooper LT	*Please see below for Tiered Discounting

Big & Tall Multi-Shift Seating: Allsteel Trooper LT	*Please see below for Tiered Discounting
Executive Seating: Allsteel Relate, Scout, Ambition	*Please see below for Tiered Discounting
Side Chairs: Allsteel Tolleson, Seek, Inspire	*Please see below for Tiered Discounting
Reception/Lounge Seating: Allsteel Tolleson, Relate Side	*Please see below for Tiered Discounting
Stack Chairs: Allsteel Nimble	*Please see below for Tiered Discounting
High Density Stack Chairs: Allsteel Seek	*Please see below for Tiered Discounting
Articulating High Density Stack Chairs: Allsteel Seek	*Please see below for Tiered Discounting
Steel Folding Chairs: Non-applicable	n/a
Double Shell Chair: Allsteel Inspire	*Please see below for Tiered Discounting
Discount for all other categories not listed above	

Additional Quantity Discounts:

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Trooper, Ambition, Nimble, and Tolleson Side Seating	Discount from List
Order Size at List	
\$1 - \$606,061	65.9%
Over \$606,061 (Negotiable)	65.9%
Maximum Order Threshold (MOT)	\$606,061
Sum, Relate Side & Relate Task Seating, Seek Seating and Inspire Seating	Discount from List
Order Size at List	
\$1 - \$533,333	61.2%
Over \$533,333 (Negotiable)	61.2%
Maximum Order Threshold (MOT)	\$533,333
Scout Seating	Discount from List

Order Size at List		
\$1 - \$571,429	63.9%	
Over \$571,429 (Negotiable)	63.9%	
Maximum Order Threshold (MOT)	\$571,429	

Installation:

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Space Planning/Design Fees:

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Design/Layout Services

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Project Management

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Shipping/Delivery Costs:

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Expedited Delivery

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Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

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Desks & Systems Furniture	<i>Most Current % off MSRP</i>
Wood Veneer Office Furniture: Non-Applicable	n/a
Laminate Office Furniture: Non-Applicable	n/a
Steel Office Furniture: Allsteel Cadence	*Please see below for Tiered Discounting
Open Office Systems Furniture: Allsteel Concensys and Terrace DNA	*Please see below for Tiered Discounting
Desking Systems: Allsteel Cadence	*Please see below for Tiered Discounting
Communications Center Workstations: Allsteel Concensys and Terrace DNA	*Please see below for Tiered Discounting
Executive Office Systems: Allsteel Concensys and Terrace DNA	*Please see below for Tiered Discounting
Discount for all other categories not listed above	

Additional Quantity Discounts:

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

Terrace DNA, Cadence	Discount from List
Order Size at List	
\$1 - \$877,193	73.5%
\$877,194 - \$1,960,784	74.2%
Over \$1,960,784 (Negotiable)	74.2%
Maximum Order Threshold (MOT)	\$1,960,784

Concensys	Discount from List
Order Size at List	
\$1 - \$877,193	71.2%
\$877,194 - \$1,960,784	74.2%
Over \$1,960,784 (Negotiable)	74.2%
Maximum Order Threshold (MOT)	\$1,960,784

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

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Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

Design/Layout Services

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Project Management

Available at an hourly rate of \$65.00/hr. Services include management support for new furniture projects requiring design, installation, or reconfiguration of office furniture.

Shipping/Delivery Costs:

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Expedited Delivery

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Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

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****Non-Stock items are considered special orders.**

Please type directly into the tables provided. Boxes will expand to accommodate your response.

Bookcases	Most Current % off MSRP
Laminate: Non-Applicable	n/a
36"W X 29"H X 12"D with one (1) Adjustable Shelf	n/a
36"W X 42"H X 12"D with two (2) Adjustable Shelves	n/a
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	n/a
36"W X 78"H X 12"D with four (4) Adjustable Shelves	n/a
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	n/a

36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	n/a
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	n/a
Wood: Non-Applicable	n/a
36"W X 29"H X 12"D with one (1) Adjustable Shelf	n/a
36"W X 42"H X 12"D with two (2) Adjustable Shelves	n/a
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	n/a
36"W X 78"H X 12"D with four (4) Adjustable Shelves	n/a
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	n/a
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	n/a
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	n/a
Steel : Allsteel Essentials Bookcases	*Please see below for Tiered Discounting
36"W X 29"H X 12"D with one (1) Adjustable Shelf	*Please see below for Tiered Discounting
36"W X 42"H X 12"D with two (2) Adjustable Shelves	*Please see below for Tiered Discounting
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	*Please see below for Tiered Discounting
36"W X 78"H X 12"D with four (4) Adjustable Shelves	*Please see below for Tiered Discounting
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	*Please see below for Tiered Discounting
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	*Please see below for Tiered Discounting
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	*Please see below for Tiered Discounting
Discount for Categories not listed above	

Additional Quantity Discounts:

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

Essentials & Persona Lateral Files, Vertical Files	Discount from List
Order Size at List	
\$1 - \$100,000	63.7%
\$100,001 - \$635,739	69.9%
\$635,740 - \$1,000,000	71.9%
\$1,000,001 - \$1,984,127 (Negotiable)	74.0%
Maximum Order Threshold (MOT)	\$1,984,127

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

Installation projects up to \$500.00 will be charged a rate of 15% of the net price of the purchase order, but not less than \$100.00. Installation projects in excess of \$500.00 will be negotiated on a case-by-case basis. Representative may be required to detail costs, to justify services upon request by Allsteel Inc.

Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

Design/Layout Services

Available, negotiated with dealer on a project by project basis by the ordering activity involved, at an hourly rate of \$65.00/hr. Representative may be required to provide detail cost justification of services upon request by Allsteel Inc.

Project Management

Available at an hourly rate of \$65.00/hr. Services include management support for new furniture projects requiring design, installation, or reconfiguration of office furniture.

Shipping/Delivery Costs:

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Expedited Delivery

Express Solutions (5 day ship of some select items) is available with commercial terms applied (i.e., a surcharge of 2.5% of list will be added to orders). Orders must be identified as "Express Solutions" and the dollars (2.5% surcharge) noted on the order as a separate contract line item number.

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Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

Note: Any additional charges or fees must be noted on this form. The State will not accept or pay for any charges not listed or negotiated prior to placing an order.

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****Non-Stock items are considered special orders.**

Please type directly into the tables provided. Boxes will expand to accommodate your response.

Files & Storage	Most Current % off MSRP
Lateral Files – Steel ; 32" Wide: Essentials Laterals	
4 - 12" High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
4 - 12" High Legal Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12" High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12" High Legal Size Shelves: Essentials Laterals	*Please see below

	for Tiered Discounting
Lateral Files – Steel ; 36” Wide: Essentials Laterals	
4 - 12” High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
4 - 12” High Legal Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12” High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12” High Legal Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
Lateral Files – Steel ; 42” Wide: Essentials Laterals	
4 - 12” High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
4 - 12” High Legal Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12” High Letter Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
5 - 12” High Legal Size Shelves: Essentials Laterals	*Please see below for Tiered Discounting
Vertical Files – Steel: A940/A980/A990	
2-Drawer Letter: A940/A980/A990	*Please see below for Tiered Discounting
2- Drawer Legal: A940/A980/A990	*Please see below for Tiered Discounting
4- Drawer Letter: A940/A980/A990	*Please see below for Tiered Discounting
4- Drawer Legal: A940/A980/A990	*Please see below for Tiered Discounting
5- Drawer Letter: A940/A980/A990	*Please see below for Tiered Discounting
5- Drawer Legal: A940/A980/A990	*Please see below for Tiered Discounting
Fireproof Files: Non-Applicable	n/a
ADP/Data Storage: Persona Custom Lateral File Cases and Components	*Please see below for Tiered Discounting
Steel Storage Cabinets: Persona Custom Lateral File Cases and Components	*Please see below for Tiered Discounting
36”W X 18”D X 42”H with three (3) Adjustable Shelves and Locking Doors	*Please see below for Tiered Discounting
36”W X 18”D X 78”H with four (4) Adjustable Shelves and Locking Doors	*Please see below for Tiered Discounting
36”W X 12”D X 78”H Utility Rack with four (4) Adjustable Shelves and no doors	*Please see below for Tiered Discounting

Media Storage: Persona Custom Lateral File Cases and Components	*Please see below for Tiered Discounting
Shelving – Personal Storage: Non-Applicable	n/a
Discount for items not listed above	

Additional Quantity Discounts:

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

Essentials & Persona Lateral Files, Vertical Files	Discount from List
Order Size at List	
\$1 - \$100,000	63.7%
\$100,001 - \$635,739	69.9%
\$635,740 - \$1,000,000	71.9%
\$1,000,001 - \$1,984,127 (Negotiable)	74.0%
Maximum Order Threshold (MOT)	\$1,984,127

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

Installation projects up to \$500.00 will be charged a rate of 15% of the net price of the purchase order, but not less than \$100.00. Installation projects in excess of \$500.00 will be negotiated on a case-by-case basis. Representative may be required to detail costs, to justify services upon request by Allsteel Inc.	
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Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

Design/Layout Services Available, negotiated with dealer on a project by project basis by the ordering activity involved, at an hourly rate of \$65.00/hr. Representative may be required to provide detail cost justification of services upon request by Allsteel Inc.
Project Management Available at an hourly rate of \$65.00/hr. Services include management support for new furniture projects requiring design, installation, or reconfiguration of office furniture.

Shipping/Delivery Costs:

If there are additional costs not already listed in the discount price, please detail them here.

Expedited Delivery Express Solutions (5 day ship of some select items) is available with commercial terms applied (i.e., a surcharge of 2.5% of list will be added to orders). Orders must be identified as "Express Solutions" and the dollars (2.5% surcharge) noted on the order as a separate contract line item number. The agency may negotiate with Allsteel Inc. for expedited delivery (shipments of less than 30 days) and may incur an additional charge. The agency is to contact Customer Support at 888-255-7833 for details.
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Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

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Please type directly into the tables provided. Boxes will expand to accommodate your response.

Laboratory Furniture	<i>Most Current % off MSRP</i>
Seating/Stools: Allsteel Inspire, Scout	*Please see below for Tiered Discounting
Science Tables: Non-Applicable	n/a
Microscope Table/Work surfaces: Non-Applicable	n/a
Laboratory Islands: Non-Applicable	n/a
Stainless Steel Utility Carts: Non-Applicable	n/a
Steel Storage Carts: Non-Applicable	n/a
Wire Shelving: Non-Applicable	n/a
Discount for items not listed above	

Additional Quantity Discounts:

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Scout Seating	Discount from List	
Order Size at List		
\$1 - \$571,429	63.9%	
Over \$571,429 (Negotiable)	63.9%	
Maximum Order Threshold (MOT)	\$571,429	
Inspire Seating	Discount from List	
Order Size at List		
\$1 - \$533,333	61.2%	
Over \$533,333 (Negotiable)	61.2%	

Maximum Order Threshold (MOT)	\$533,333
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Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

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Shipping/Delivery Costs:

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<p><u>Expedited Delivery</u> Express Solutions (5 day ship of some select items) is available with commercial terms applied (i.e., a surcharge of 2.5% of list will be added to orders). Orders must be identified as "Express Solutions" and the dollars (2.5% surcharge) noted on the order as a separate contract line item number. The agency may negotiate with Allsteel Inc. for expedited delivery (shipments of less than 30 days) and may incur an additional charge. The agency is to contact Customer Support at 888-255-7833 for details.</p>
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Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	*Please see below
Non-Stock Items	**Please see below

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****Non-Stock items are considered special orders**

Please type directly into the tables provided. Boxes will expand to accommodate your response.

Library and Multi-Media Display and Storage	<i>Most Current % off MSRP</i>
Drop Trucks: Non-Applicable	n/a
Reading Tables: Non-Applicable	n/a
Carrels: Non-Applicable	n/a
Reference Stands and Kiosks: Non-Applicable	n/a
Library Seating: Non-Applicable	n/a
Single Face Shelving: Non-Applicable	n/a
Double Face Shelving: Non-Applicable	n/a
Custom Shelving: Non-Applicable	n/a
Display Stands: Non-Applicable	n/a
Book Trucks: Non-Applicable	n/a
	n/a
Discount for items not listed above	n/a

Additional Quantity Discounts:

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n/a

Installation:

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

n/a

Space Planning/Design Fees:

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

n/a

Shipping/Delivery Costs:

If there are additional costs not already listed in the discount price, please detail them here.

n/a

Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	n/a
Non-Stock Items	n/a

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